



Junior Consultant for The PLEDGE™ on Food Waste

Are you looking for your next career move with a deeper sense of PURPOSE?
Are you a business hotshot interested in having an impact beyond profits, in an environment where your ideas become projects?
Are you ready to join a fast-growing start-up dedicated to addressing 3 major UN Sustainable Development Goals, think different and rewrite the rules?

The PLEDGE™ on Food Waste is a third-party audited certification on food waste prevention designed to improve organizations' bottom-line. In line with the United Nations' Sustainable Development Goals 2, 12, and 13 and designed on first-hand knowledge from F&B sustainability experts and academics, it helps restaurants to drastically reduce Food Waste, cut on cost, boost their image, and foster collaboration with complimentary food waste solution providers.

What are we expecting from you?

- Excellent conduct of English (verbal and written)
- Eagerness to GROW
- Ability to work independently
- Bachelor's degree or Master's degree
- Experience in project management, business development/sales, and customer relation management
- Hands-on/can do attitude, with ability to think outside the box
- Organized thinker, used to set goals and to develop and implement required action plans Experience in food waste, sustainability, hospitality or business dev is an advantage
- Truly interested and passionate in Sustainability and the Food Waste Issue

Helping to achieve the UN SDGs
since 2018



Job Description



Business Development (50%)

- Identify existing business opportunities and manage the business development process from prospection to closing deals
- Keep up-to-date with latest trends and market movements to explore new opportunities for business development (market research, trends & publications analysis, events etc.)
- Fine tune sales materials and tools (e.g. sales material, CRM)

Customer management (25%)

- Be the main contact point between the PLEDGE and:
- Direct customers (manage all the process from request for interest to post certification)
- Accredited consultants and representatives (animate the network) Partners (academics, food waste solution providers, etc.)
- Organize and execute assigned business projects according to client's requirements (design, preparation, implementation and follow up)

Administration (25%)

- Prepare and follow up invoices, payments, contracts, proposals, MOUs, etc.
- Adjust and follow-up financial projections
- Ensure the online platform is up-to-date and always accessible
- Suggest and lead regular criteria review

What do you get from us?

- A remarkable professional reference working with an esteemed organization
- Free training to Food Waste Prevention Online Course (Certificate of Proficiency provided)
- Opportunity to participate in hands-on food waste prevention projects, whenever necessary
- It's a paid internship with stipends up to 200 USD

We know! The stipends suck, really. Actually this position is a steppingstone: we are taking this opportunity to scout the most promising talents to become part of our company. Should we part ways after this, rest assure that you will have gained unique credentials that will open many doors.

Starting date: ASAP, minimum 6 months

Working location: Based in Bangkok but may work anywhere on Planet Earth

*The candidate needs to have his/her own laptop, and to reasonably adapt to LightBlue's working hours (9am-6pm Bangkok time, GMT+7)

Send us a cover letter AND your resume to both chompoo@lightblueconsulting.com and may@lbec.info. Only full applications will be assessed!

